

IMPORTERS' QUESTIONNAIRE

PURIFIED CARBOXYMETHYLCELLULOSE FROM FINLAND, MEXICO, NETHERLANDS, AND SWEDEN

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than June 22, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning carboxymethylcellulose (CMC) from Finland, Mexico, Netherlands, and Sweden (invs. Nos. 731-TA-1084-1087 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm imported purified CMC (as defined in the instruction booklet) from any country at any time since January 1, 2001?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No

☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing purified CMC from Finland, Mexico, Netherlands, or Sweden into the United States or which are engaged in exporting purified CMC from Finland, Mexico, Netherlands, or Sweden to the United States?

☐ No

☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of purified CMC?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

I-6. Please indicate the nature of your firm's importing operations on purified CMC. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)

☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

I-7. If your firm is an importer of record of purified CMC but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters purified CMC into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes

Bonded warehouses ☐ No ☐ Yes

I-9. Please indicate whether your firm imports purified CMC under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of purified CMC imported by your firm during the specified periods. (See definitions in the instruction booklet.) Report separately for each country listed and for all other sources combined, photocopying as many pages as you need.

☐ Finland ☐ Mexico ☐ Netherlands ☐ Sweden ☐ All other sources combined¹

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-March	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS:²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
¹ Please identify these sources: _____					
² Identify the foreign producers, if known: _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: _____					
⁴ Identify your principal export markets: _____					
⁵ Reconciliation of data.—Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. **U.S. shipments by enduse.**--Report your firm's U.S. shipments (commercial shipments and internal consumption) of purified CMC imported by your U.S. establishment(s), by major end use.) **Report separately for each country listed, photocopying as many pages as you need.**

☐ Finland ☐ Mexico ☐ Netherlands ☐ Sweden

(Quantity in 1,000 pounds, value in \$1,000)																														
Item	Calendar years			January-March																										
	2001	2002	2003	2003	2004																									
FOOD:¹																														
Quantity																														
Value																														
PERSONAL CARE, COSMETICS & PHARMACEUTICALS:¹																														
Quantity																														
Value																														
PAPER & BOARD:¹																														
Quantity																														
Value																														
OILFIELD:¹																														
Quantity																														
Value																														
ALL OTHER:²																														
Quantity																														
Value																														
TOTAL U.S. SHIPMENTS:³																														
Quantity																														
Value																														
¹ Please indicate the ranges of key product characteristics for reported U.S. shipments during 2003 as follows: <table border="0" style="width: 100%;"> <thead> <tr> <th></th> <th>Purity (percent)</th> <th>Viscosity (cps)</th> <th>Degree of substitution</th> <th>Solution characteristics</th> </tr> </thead> <tbody> <tr> <td>Food</td> <td>_____</td> <td>_____</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Personal care, cosmetics, & pharmaceuticals</td> <td>_____</td> <td>_____</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Paper & board</td> <td>_____</td> <td>_____</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Oilfield</td> <td>_____</td> <td>_____</td> <td>_____</td> <td>_____</td> </tr> </tbody> </table>							Purity (percent)	Viscosity (cps)	Degree of substitution	Solution characteristics	Food	_____	_____	_____	_____	Personal care, cosmetics, & pharmaceuticals	_____	_____	_____	_____	Paper & board	_____	_____	_____	_____	Oilfield	_____	_____	_____	_____
	Purity (percent)	Viscosity (cps)	Degree of substitution	Solution characteristics																										
Food	_____	_____	_____	_____																										
Personal care, cosmetics, & pharmaceuticals	_____	_____	_____	_____																										
Paper & board	_____	_____	_____	_____																										
Oilfield	_____	_____	_____	_____																										
² Please describe: _____.																														
³ U.S. shipment data should reconcile with data reported in section II-5.																														

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244; E-mail gerald.benedick@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____

Name and title

Phone No.

E-mail address

Check here _____, if your U.S. firm imports purified CMC from Finland, Mexico, the Netherlands, and/or Sweden and sells this imported purified CMC to U.S. customers. Report the selling price data requested in section III-A.1 and then proceed to section III-B.

Check here _____, if your U.S. firm imports purified CMC from Finland, Mexico, the Netherlands, and/or Sweden and captively uses this imported purified CMC to produce downstream products. Report the purchase price data requested in section III-A.2 and then proceed to section III-B.

Section III-A.1--SELLING PRICE DATA

This section requests quarterly net sales value data (on a delivered basis) and quantity data (in pounds) concerning your firm's U.S. shipments of its four specified purified CMC products that it imported from the subject countries to U.S. end-user customers UNRELATED (by ownership) to your firm during January 2001-March 2004. If your firm sells the specified subject imported purified CMC products on a U.S. f.o.b. price basis, please estimate, to the extent possible, the net delivered selling value (for instance, add to the U.S. f.o.b. price the U.S.-inland freight (or an estimate of this freight) you charged to deliver these products to your end-user customers at their U.S. receiving location(s)). Report the U.S. delivered value and quantity data **NET of returns, discounts, allowances, rebates, and also deduct any U.S. freight to the customers' receiving points that was absorbed by your firm (i.e., not charged to your customers).**

Product 1.—High viscosity (approximately 1,000 to 3,000 Mpas in 1 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydro-glucose units), used for regulated (food or personal care) applications, excluding pharmaceutical. The trade names of the suppliers for this product are: Aqualon-7HF; Noviant-Cekol 30,000; Akzo-Akucel AF278_; Amtex-PE 31FG.

Product 2.—Medium viscosity (approximately 400 to 800 Mpas in 2 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydro-glucose units), used for regulated (food or personal care) applications, excluding pharmaceutical. The trade names of the suppliers for this product are: Aqualon-7MF; Noviant-Cekol 300; Akzo-Akucel AF150_; Amtex-PE 28FGH.

Product 3.—Medium viscosity (approximately 400 to 800 Mpas in 2 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydro-glucose units), non-regulated applications (i.e., standard grade). The trade names of the suppliers for this product are: Aqualon-7MT; Noviant-Finnfix 300; Akzo-None; Amtex-PE 27 EXH.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A.1--SELLING PRICE DATA--Continued

Product 4.—High viscosity (minimum 1,500 Mmpas in 1 percent solution), degree of substitution 0.8 to 1.5 (i.e., 8 to 15 carboxymethyl groups per 10 anhydroglucose units), to oilfield customers. This product is often sold to customers bearing the particular customer's trade name for its oil drilling product, such as Drispac, Milpac, and Polypac. Less frequently, the product bears a proprietary name of the manufacturer, such as Aqualon's Aquapac or Akzo's Staflo. In all cases, the specifications and not the label on the bag should be the controlling factor in reporting.

Report separately for each specified purified CMC product and each subject country of origin for the periods requested and copy, as needed, the table on the following page to report for each product and country pair.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-A.1--SELLING PRICE DATA--Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of your firm's specified purified CMC products from each subject country of origin that was shipped to U.S. end-user customers UNRELATED (by ownership) to your firm (check one product box and one country box for each page).

Purified CMC Product: 1 ☐ 2 ☐ 3 ☐ 4 ☐

Country of origin: Finland ☐ Mexico ☐ Netherlands ☐ Sweden ☐

<i>(Quantity in pounds, value in dollars)</i>		
Date of shipment	Quantity	Net delivered value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
¹ Net delivered value to your U.S. end-user customers' receiving location(s).		

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-A.2--PURCHASE PRICE DATA**

Report the following purchase price data only if your firm imported the specified purified CMC products from any of the subject countries AND captively used it to produce a downstream product.

This section requests quarterly net purchase value data (on a delivered basis) and quantity data (in pounds) concerning your firm's U.S. imports of the four specified purified CMC products imported from the subject countries from foreign suppliers UNRELATED (by ownership) to your firm during January 2001-March 2004. If your firm imported the specified subject imported products on a c.i.f. duty-paid, landed, ports-of-entry price basis, please estimate, to the extent possible, the delivered value (for instance, add to the c.i.f., duty-paid, landed price an estimate of the U.S.-inland freight you incurred to obtain the imported purified CMC products at your U.S. receiving location(s)). Report the U.S. purchase value and quantity data **net of returns, discounts, allowances, and rebates.**

Product 1.—High viscosity (approximately 1,000 to 3,000 Mpas in 1 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydro- glucose units), used for regulated (food or personal care) applications, excluding pharmaceutical. The trade names of the suppliers for this product are: Aqualon—7HF; Noviant—Cekol 30,000; Akzo—Akucel AF278_; Amtex—PE 31 FG.

Product 2.—Medium viscosity (approximately 400 to 800 Mpas in 2 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydro- glucose units), used for regulated (food or personal care) applications, excluding pharmaceutical. The trade names of the suppliers for this product are: Aqualon—7MF; Noviant—Cekol 300; Akzo—Akucel AF150_; Amtex—PE 28FGH.

Product 3.—Medium viscosity (approximately 400 to 800 Mpas in 2 percent solution), degree of substitution approximately 0.65 to 0.90 (i.e., 6.5 to 9.0 carboxymethyl groups per 10 anhydro- glucose units), non-regulated applications (i.e., standard grade). The trade names of the suppliers for this product are: Aqualon—7MT; Noviant—Finnfix 300; Akzo—None; Amtex—PE 27 EXH.

Product 4.—High viscosity (minimum 1,500 Mmpas in 1 percent solution), degree of substitution 0.8 to 1.5 (i.e., 8 to 15 carboxymethyl groups per 10 anhydroglucose units), to oilfield customers. This product is often sold to customers bearing the particular customer's trade name for its oil drilling product, such as Drispac, Milpac, and Polypac. Less frequently, the product bears a proprietary name of the manufacturer, such as Aqualon's Aquapac or Akzo's Staflo. In all cases, the specifications and not the label on the bag should be the controlling factor in reporting.

Report separately for each specified purified CMC product and each subject country of origin for the periods requested and copy, as needed, the table on the following page to report for each product and country pair.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-A.2--PURCHASE PRICE DATA--Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each specified purified CMC product imported from the subject countries by your firm from suppliers UNRELATED (by ownership) to your firm (check one box for each page).

Purified CMC Product: 1 ☐ 2 ☐ 3 ☐ 4 ☐

Country of origin: Finland ☐ Mexico ☐ Netherlands ☐ Sweden ☐

<i>(Quantity in pounds, value in dollars)</i>		
Date of shipment	Quantity	Net delivered value ¹
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
¹ Net delivered value to your U.S. receiving location(s).		

PART III.--PRICING AND MARKET FACTORS--Continued

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total U.S. sales/imports (the latter if an importing end-user) of its imported purified CMC from Finland, Mexico, the Netherlands, and Sweden during January 2001-March 2004. If your responses differ by sales to different types of U.S. customers (end users, distributors, or types of end users), by grades, viscosity, or granular sizes of purified CMC that you import from the subject countries, or by the subject country, please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

For the rest of Part III--Captive imports of purified CMC from the subject countries refer to such products imported by end users that use the purified CMC to produce downstream products. Check here whether your firm imported purified CMC for captive use ____ or for resale ____.

Section III-B.--PRICING PRACTICES

III-B-1. Please report below your firm's total quantity (in thousands of pounds) of its imported subject purified CMC shipped to U.S. customers during January 2001-March 2004. If your firm imported purified CMC from the subject countries for captive use, report your firm's total quantity imported during this period. Report the total sales quantity/captive imported quantity that were on a (1) long-term basis (multiple deliveries for more than 12 months after the sales/purchase agreement), (2) short-term basis (multiple deliveries up to 12 months), and (3) spot sales/purchase basis (usually one-time delivery, within 30 days of the sales/purchase agreement). The three different sales/import purchase bases include both written contracts and verbal agreements.

Type of sale/captive import:	Finland (1,000's of pounds)	Mexico (1,000's of pounds)	Netherlands (1,000's of pounds)	Sweden (1,000's of pounds)
Long-term				
Short-term				
Spot basis				

III-B-2. Please discuss the following provisions of your firm's U.S. sales or, if applicable, captive imports of its subject imported purified CMC on a typical long-term basis.

- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? _____ percent

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICING PRACTICES--Continued

III-B-3. Please discuss the following provisions of your firm's U.S. sales or, if applicable, captive imports of its subject imported purified CMC on a typical short-term basis.

- (a) What is the average duration of a contract? _____
- (b) How frequently are contracts renegotiated? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____
- (e) What are the standard quantity requirements, if any? _____
- (f) What is the price premium for sub-minimum shipments? _____ percent

III-B-4. Please explain how prices are established for sales or, if applicable, captive imports of your firm's subject imported purified CMC on a long-term and short term bases (e.g., negotiate prices each transaction, the role of quantity sold/purchased in arriving at prices, prices set by price lists, use/request follow-up price quotes, sell/buy purified CMC bundled with other products you sell/purchase, etc.). If your firm/supplier (the latter only if reporting for captive imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission. Note if the price list differs by type of customer.

Long-term: _____

Short-term: _____

III-B-5. Please explain how prices are established for sales or, if applicable, captive imports of your firm's subject imported purified CMC on a spot basis.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--PRICING PRACTICES--Continued**

Respond to questions III-B-7 through III-B-9 only if your firm sells its subject imported purified CMC to U.S. customers; if your firm captively uses its subject imported purified CMC, skip to Section III-C.

III-B-6. What are your firm's typical sales terms for its subject imported purified CMC that it sold to U.S. customers during January 2001-March 2004 (e.g., 2/10 net 30 days, net 30 days, etc.)?

III-B-7. a) On what basis does your firm typically quote selling prices of its subject imported purified CMC that it sold to its U.S. customers during January 2001-March 2004 (e.g., f.o.b. U.S. warehouse, f.o.b. U.S. port of entry, delivered, etc.)?

b) If f.o.b., do your U.S. customers typically arrange the freight _____ or does your firm arrange the freight _____?

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight _____ or send the products freight collect _____?

d) Does your firm ever pay freight to your U.S. customers' locations *without charging for this cost*? Yes _____ No _____?

If yes--

Please indicate the total quantity or value of purified CMC or other requirement(s) that must be purchased by your customers from your firm for you to absorb U.S. shipping charges to their facilities.

Please report below the total value (in dollars) of U.S. freight charges that your firm absorbed based on all its U.S. shipments of its subject imported purified CMC during 2001 and 2003.

2001: _____ 2003: _____

III-B-8. Please describe terms of your firm's discount policy, if any, (quantity discounts per shipment, annual total volume (quantity or value) based discounts, etc.) on U.S. sales of its subject imported purified CMC during January 2001-March 2004. Do not include any payment discounts covered in question II-B-6.

Please report below the total value (in dollars) of discounts that your firm allowed based on all its U.S. shipments of its subject imported purified CMC during 2001 and 2003.

2001: _____ 2003: _____

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-C.--FACTORS AFFECTING PRICING**

If your firm sell its subject imported purified CMC to U.S. customers, answer all questions in this section; if your firm is a captive user of its subject imported purified CMC skip to section III-D.

- III-C-1. a) Approximately what share of the total quantity (based on weight) of your firm's subject imported purified CMC shipped in the United States to its U.S. customers during January 2001-March 2004 occurred within the distances specified below? Also, for each distance category, approximately what percent of the total net delivered sales value of these products to your U.S. customers was accounted for by U.S.-inland transportation costs and what was the typical U.S. transportation mode (truck-T, rail-R, or air-A)?

	Shipment share	Freight share	Mode
Within 100 miles of your U.S. shipping location	_____ %	_____ %	_____
100 to 500 miles from your U.S. shipping location	_____ %	_____ %	_____
Over 500 miles from your U.S. shipping location	_____ %	_____ %	_____
TOTAL	100 %	NA	NA

- b) What is the geographic market area in the United States served by your firm's subject imported purified CMC during January 2001-March 2004?

<input type="checkbox"/> Northeast	<input type="checkbox"/> Mid-Atlantic	<input type="checkbox"/> Midwest	<input type="checkbox"/> Southeast
<input type="checkbox"/> Southwest	<input type="checkbox"/> Rocky Mountains	<input type="checkbox"/> West Coast	<input type="checkbox"/> Northwest
<input type="checkbox"/> National	<input type="checkbox"/> Other (describe) _____		

Note any changes in your U.S. market area since January 2001.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-C.--FACTORS AFFECTING PRICING--Continued**

- III-C-2. a) What is the average lead time (in days) between your customers' orders and the date of delivery for your firm's U.S. shipments of its subject imported purified CMC from its U.S. inventory and, if applicable, from facilities in the subject European countries and from Mexico?

Subject European countries:

Source	Share of 2003 sales quantity	Lead time
From U.S. inventory		
Direct from subject country		
Total	100%	

Mexico:

Source	Share of 2003 sales quantity	Lead time
From U.S. inventory		
Direct from subject country		
Total	100%	

- b) Have average lead times changed since January 2001? Yes____ No____ (Check one). If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete in the U.S. market with purified CMC produced domestically and imported from non-subject countries. Report separately for the subject European countries and for Mexico.

- III-C-3. Does your firm sell its subject imported purified CMC over the internet?

☐ No ☐ Yes

If yes—

Please report the quantity (in 1,000s of pounds) of your firm's total U.S. shipments of its subject imported purified CMC during January 2001-March 2004 that were sold over the internet. Please explain the effect of any internet sales on your U.S. selling prices and quantities.

PART III.--PRICING AND MARKET FACTORS--Continued

All importers should respond fully to Sections III-D and III-E, unless otherwise instructed.

Section III-D.--SUPPLY FACTORS

III-D-1. Have there been any significant changes in the product range or marketing of purified CMC in the United States since January 2001?

☐

No

☐

Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on your shipments and prices of your subject imported purified CMC.

III-D-2. Based on your two largest sales/import shipments (the latter if captive user) of your subject imported purified CMC to end users during January 2001-March 2004, identify, to the extent possible, the principal end-use product associated with each sale/import purchase and the percentage share of the total cost to produce the end product accounted for by purified CMC?

End use product

Share of total cost accounted for by purified CMC (percent)

<hr/>	<hr/>
<hr/>	<hr/>

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-E.--DEMAND FACTORS**

III-E-1. How has the demand for purified CMC in the United States (and outside the United States, if known,) changed since January 1, 2001? What principal factors affected any changes in demand?

☐ Increased ☐ Unchanged ☐ Decreased ☐ Fluctuated

Substitution in demand refers to products that can, based on market price considerations and residential consumer/industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product—some consumers/industrial users may require greater price changes than others before they switch among the alternative products.

Discuss substitution in demand between purified CMC and alternative products— e.g., crude/unrefined CMC, fluidized polymer suspensions, cross-linked purified CMC, other hydrocolloids, etc. (question III-E-2).

III-E-2. a) Please list in descending order of importance the top three products that may substitute for purified CMC, or vice-a-versa, in the U.S. market, based on your firm's experience during January 2001-March 2004, and show the type of purified CMC product that alternative product is the most probable substitute for.

1. _____
2. _____
3. _____

b) For each possible substitute product-pair listed, please note the most likely principal application(s)/ end-use product(s) in which they may substitute for each other.

1. _____
2. _____
3. _____

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-E.--DEMAND FACTORS--Continued

IV-E-2. c) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of the purified CMC product. What is the time lag for any such impact and does this vary by type of CMC or final end-use?

1. _____

2. _____

3. _____

Discuss substitution in demand among various types (grade, viscosity, end-use, granular size, etc) of purified CMC (question IV-E-3).

IV-E-3. a) Please list in descending order of importance the top three pairs of purified CMC types that may substitute for each other in the U.S. market, based on your firm's experience during January 2001-March 2004.

1. _____
2. _____
3. _____

b) For each possible substitute product-pair listed, please note the most likely application(s)/end-use product(s) for which they may be substitutes.

1. _____
2. _____
3. _____

c) To what extent do changes in the relative prices of the substitute product-pairs affect the price or quantity of one purified CMC product vis-a-vis another. What is the time lag for any such impact and does this vary by type of CMC or final end-use?

1. _____

2. _____

3. _____

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-E.--DEMAND FACTORS--Continued**

III-E-4. Are all types/styles of purified CMC produced in the United States, imported from the subject countries, and imported from other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Finland	Mexico	Netherlands	Sweden	Other countries
United States						
Finland						
Mexico						
Netherlands						
Sweden						

¹ For any country-pair producing purified CMC which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use. Also, identify any "other" countries referred to.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-E.--DEMAND FACTORS--Continued**

IV-E-5. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between purified CMC produced in the United States, imported from the subject countries, and imported for other countries a significant factor in your firm's sales of its subject imported purified CMC? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Finland	Mexico	Netherlands	Sweden	Other countries
United States						
Finland						
Mexico						
Netherlands						
Sweden						

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of its subject imported purified CMC, identify the country-pair, the type of purified CMC, and report the advantages or disadvantages imparted by such factors. Also, identify any "other" countries referred to.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-F.--CUSTOMER IDENTIFICATION**

Respond to this section only if your firm sells its subject imported purified CMC to U.S. customers; do not respond to this section if your firm is a captive user of its imports.

Please provide the names and addresses of your firm's 10 largest U.S. customers for its subject imported purified CMC during January 2001-March 2004. Please also provide the name and telephone number of a contact person and the percentage share of the quantity (based on weight) of your firm's total U.S. sales of its subject imported purified CMC that each of these customers accounted for in 2003. For any customers related to your firm, place an ® by the name of each such customer.

No.	Customer's name	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					